

EVERY DEPARTMENT OF FARM MUST BE WELL ORGANIZED FOR SUCCESS

New Yorker Works Out Profitable Solution of Farm Problems in His Region—Started Enterprise Without Previous Experience to Aid Him—Always Weighed Advice Carefully and Measured It on Basis of His Own Conditions.

(By G. H. ALFORD, State Demonstration Agent, Maryland.)

The purpose of this article is to emphasize the following facts: It is not enough to raise good crops or to secure large animal production; these must be economically secured. This is only accomplished when capital and labor are so adjusted to existing conditions that maximum yields are obtained at the lowest cost. To farm successfully every department must be well organized and must be coordinated with the others. Labor must be fully employed, capital must be well utilized, both quantity and quality of products must be secured, and the products must be well marketed. All these things come as the result of close attention to a detailed knowledge of the business.

The reasons and at the same time the justification for recounting the experiences and the methods of any individual farmer, however successful he may be, lies in the fact that a definite illustration brings out the underlying principles most clearly and effectively. To most practical men the concrete appeals more strongly than the abstract. Especially is this true in the teaching of better farm management, because it is a comparatively new method of attacking farm problems which is not yet clearly defined. It is because Mr. L. J. English of Birmingham, N. Y., has worked out a profitable solution of farm problems in his region that his success is worthy of telling and of reading.

Had No Experience.
Mr. English purchased the farm in 1897. He had no previous farm experience to aid him in starting the enterprise. His new possession consisted of 162 acres of land, "more or less," with good buildings and all the stock,

rugged constitution, however, and had been brought up on hard work, so that he was not afraid of it. To the college and the agricultural press, and especially to the personal help and interest of one college professor, he ascribes all the success he has ever made. These forces stirred him to study his business and to use in every way possible the agencies at hand which would help him and which would aid him in obtaining a better knowledge of the principles of farming. He had observed that rapid progress was being made in every line of industry but agriculture, and he took a new interest in everything pertaining to better farming. Yet he never made the mistake of taking advice wholesale. It was always weighed carefully and measured in the light of his own conditions.

When Mr. English took stock of his resources he found that his income was practically confined to one source—dairying. Some cows were making a good profit; others were causing a daily loss. The fertility of the soil was maintained by the use of manure alone, and this went to produce feed crops for the cattle. Very little hay was sold. There was no systematic plan of crop production or rotation or definite method of soil improvement.

System Had Faults.
Such a system had several faults, the correction of which was early recognized as essential to success. Unprofitable cows were destroying the profit of the better ones. The limitation of the income to practically one source put upon that factor the entire burden of the farm expenses. Labor was poorly distributed and was of necessity frequently employed on unproductive enterprises in order to hold it

when the labor was not fully and profitably employed. The distribution of labor was so poor that the men could not be given steady employment by the year, and some difficulty was experienced in getting satisfactory labor. So this farmer wanted to add to his income without cutting down the income from milk, and by this means to secure a better distribution of labor.

Sugar beets were first tried, as a factory was then in operation at Birmingham. It was found that an average of from 10 to 20 tons of beets could be raised per acre, which brought \$5 per ton. An average income of at least \$75 per acre could thus be obtained, besides saving as many tons as there were beets sold. These were of considerable value as a succulent feed for the cows.

Potatoes Were Next.
The next crop tried was potatoes, and it proved to be so good a money-



Man's Greatest Benefactor—the Cow. She Pays Debts and Saves Home.

maker that it is now an annual crop. Irish Cobbler was the variety grown, and with good culture 300 to 350 bushels per acre were produced annually. As many as 5,000 bushels of potatoes are often grown on this farm in one season. The growing of these crops led to some direct sales in the city, and until the last year or two a small but profitable direct market-garden business was carried on. Potatoes and apples are still sold direct in the city.

The large cash sales from these crops as compared with grain and hay, early taught Mr. English the lesson which so many farmers are now learning to their advantage, namely, that it is cheaper to buy grain than to raise it when the land upon which grain is grown will yield much more—often double—the cash value of the grain in other crops. It is a simple economic proposition to decide which is cheapest—home-grown or purchased grain. Mr. English figured that he could raise enough sweet corn, potatoes, onions, or other similar crops to buy the grain which would have grown upon his land and still have a good margin left for profit.

Mr. English is an ardent advocate of the use of clover, both as a forage plant and as a soil improver. It is the key to success in his system of farming. His average crop of clover is about three tons per acre, and several times he has cut five tons per acre in two cuttings. Not only does it yield practically as well as alfalfa under his conditions, but it is regarded as equally valuable as a feed for cattle. For such he insists that the clover must be cut earlier than is the custom. He aims to cut it before much bloom appears. Despite the lower analysis of clover in digestible protein, his practical experience shows that it is as good a milk producer as alfalfa.

In addition to the grain ration mentioned, the cows on the farm receive a good feed of silage and all the clover hay they can consume.

Noteworthy Farming.
This facility of adapting his farming to the conditions of the season and the markets is one of the things which makes the farming of Mr. English so noteworthy.

In this rotation as now practiced, commercial fertilizer is used on potatoes only. From 500 to 600 pounds of a fertilizer containing 4 per cent of nitrogen, 6 per cent of phosphoric acid, and 10 per cent of potash is almost always used, being applied with a potato planter. Tests have shown that fertilizers with corn were unprofitable under the conditions of this farm, but that manure gave very satisfactory results. Of all the land to be seeded to clover, 400 to 600 pounds of hydrated lime (this form is used because it is easiest to apply, though its first cost is higher than other forms) is applied once in three years. In all these applications no fixed rule is invariably followed, but the needs of the crops and the season are always considered. A definite system followed as closely as good judgment will permit is the very best kind of farming.

The results of 15 years' work along these lines has been the development of one of the most successful systems of farm management in the whole region.

Every cow in the dairy is now a profitable one. All the "boarders" have been dropped. Without materially increasing the expenses of the farm, the income has been practically doubled by supplemented receipts from the dairy and by cash crops for the city markets, especially potatoes.

While the income from the dairy has been increased, the expenses have been reduced by growing a larger part of the rations on the farm. Succulent feeds and feeds high in protein have made this possible, especially corn for silage and clover hay.

ROOSTER THAT HEADS FLOCK

If Only One Male Can Be Afforded Let That One Be the Best Possible to Obtain.

Do not suppose that any old rooster is good enough to fertilize the eggs of your hens or that what the hen is what goes into the young bird. The rooster's potency is greater than is the hen's, and if you can afford only one good bird on the place, let that be the male that heads the flock.

HAPPENINGS of the week IN MISSOURI

A cavein of a drift roof at the Babcock mine near Joplin imprisoned four men forty feet from the shaft, which was their only exit. A fifth miner, who had just left the men and gone to the shaft, was struck by a falling boulder, but escaped with injuries that are not severe. The imprisoned miners are Howard and Barron Oldson, brothers; W. E. Dowers and Morgan Wood.

Co-operation between farmers and cities was the keynote of the recent sessions of the Association of Missouri Club Secretaries in convention at Excelsior Springs.

M. R. Fowler, 84 years old, a retired farmer, died suddenly at his home in Polo recently. Besides his wife, he leaves four sons, Arch, Thomas, Charles and Fred, all farmers of Ray county, and a daughter, the wife of J. G. Withers, cashier of the Farmers' bank of Polo.

In the recent local option election at Lexington the city went wet by 301. Many of the miners voted to keep the saloons. The city administration opposed the prohibition movement.

Dr. J. H. Cartwright's home, ten miles north of Sedalia, burned the other night while the family was absent. The cause is unknown. The loss was \$5,000.

Leonard Hayes, while bathing in the Missouri river at Glasgow the other afternoon, was seized with cramps and drowned before assistance could reach him.

Harvey Hodgrove, 70 years old, was shot and killed the other morning by Tom Strickland, 16, a tenant on the Hodgrove farm in Monongah township, St. Clair county, following a quarrel.

The Wellsville Optic News, the only Republican paper in the county, has been sold by L. L. Turnage to R. C. Jacob, formerly of Fayette.

The body of Lorine Tye, 18 months old, who wandered away from the home of her parents at St. Joseph, was found by searchers in a hole in an abandoned brick yard. The baby had been dead about forty-eight hours. Indications were that she had starved to death.

The Southland Building and Contracting Company of St. Louis has secured the contract to rebuild St. Francis convent, a Catholic institution that was destroyed by fire at Nevada ten months ago. The new building will cost \$68,000.

The epidemic of leucocytosis that hit Joplin a week ago, still is raging. Fifty-five new cases have been reported. The death rate up to this time has been almost 50 per cent. Rigid inspection of milk and admonition of physicians to have all milk boiled before giving it to the babies, seems to have failed to check the disease.

Homer Boyd, 35 years old, a telephone operator for the Rock Island at Cameron, was drowned recently in the city reservoir while fishing. A fish pulled his pole in and he ran after it. A wife and two daughters survive.

The Quick Seven Mine, in the Joplin district, was sold the other day for \$139,500. Seven men originally owned the mine and each is a near millionaire from its earnings in seven years.

Mrs. Elizabeth Slaven, 85 years old, is dead at her home in Sedalia. She is survived by her brother, Richard Anderson.

The ceremonies attending the laying of the corner stone of the new \$150,000 administration building of the Warrensburg Normal School were held recently on the Normal campus. Officers of the grand lodge A. F. & A. M. of Missouri were in charge. The ceremonies were attended by five thousand persons. Governor Major, who had promised to be on hand to deliver an address, failed to put in an appearance. Addresses were made by Grand Master Jesse, Judge Edward Higbee, C. A. Keith, president of the board of regents, and E. L. Hendricks, president of the faculty.

Frank Steele, a laborer 25 years old, was drowned recently in the Nodaway river, nine miles west of Savannah. He had been working with a rip-rap gang and went in for a swim. The body was recovered about ten minutes after drowning.

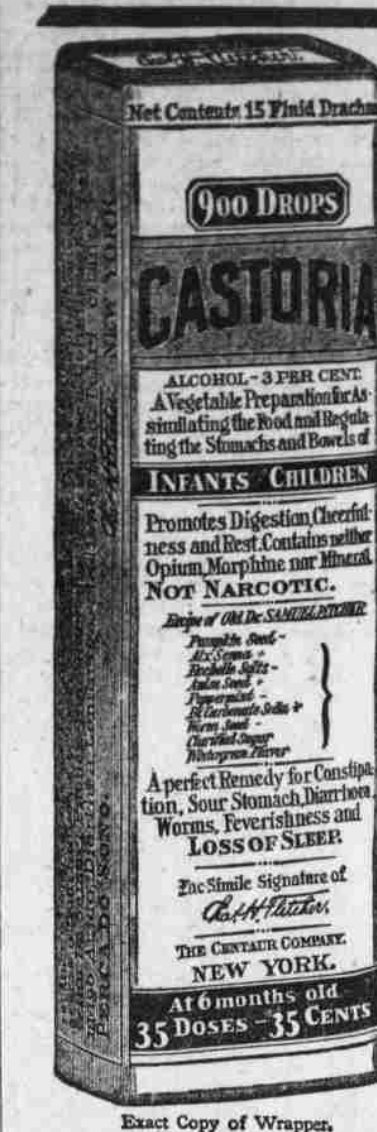
Six officers and 115 enlisted men of the Missouri naval reserve have left St. Louis for Philadelphia to board the battleship Rhode Island for a ten-days' cruise. Part of the reserves were from Kansas City.

According to reports received at the state experiment fruit station at Mountain Grove, the apple crop in that section has been greatly damaged by recent hailstorms. It is also learned the peach crop in that section and in the big orchards in the Koshkonong belt south of there will fall short of estimates.

The first wheat of the new crop in Green county was marketed at Springfield recently. It brought 95 cents a bushel. Threshing is in full blast. The yield is poor.

Five deaths resulted in Joplin the other day from an epidemic of leucocytosis among babies. Within the last ten days there have been fifteen fatalities here from the malady, which physicians declare to be infectious and similar in its early stages to infantile paralysis.

Two cases of infantile paralysis were discovered at Moberly recently, according to Dr. S. P. Towles, county health officer. Measures are being taken to prevent the disease from spreading in this county.



Children Cry For Fletcher's CASTORIA

What is CASTORIA

Castoria is a harmless substitute for Castor Oil, Paregoric, Drops and Soothing Syrups. It is pleasant. It contains neither Opium, Morphine nor other Narcotic substance. Its age is its guarantee. It destroys Worms and allays Feverishness. For more than thirty years it has been in constant use for the relief of Constipation, Flatulency, Wind Colic, all Teething Troubles and Diarrhoea. It regulates the Stomach and Bowels, assimilates the Food, giving healthy and natural sleep. The Children's Panacea—The Mother's Friend.

GENUINE CASTORIA ALWAYS

Bears the Signature of

Chas. H. Fletcher

In Use For Over 30 Years

The Kind You Have Always Bought

THE CENTAUR COMPANY, NEW YORK CITY.

Don't wait for your ship to come in; charter a tug and go out and meet it.

Even if a man doesn't manage to come out on top his hair will.

IF YOU OR ANY FRIEND
Suffer with Rheumatism or Neuritis, acute or chronic, write for my FREE BOOK on Rheumatism—its Cause and Cure. Most wonderful book ever written; it's absolutely FREE. Jesse A. Case, Dept. C, W. B. Brockton, Mass.—Adv.

Footwork.
Hyker—Shuffles tell me he has a new money-making movement on foot.
Pyker—So? What kind of a movement is it?
Hyker—He's giving dancing lessons.

WHY SUFFER SKIN TROUBLES

When a Postcard Will Bring Free Samples of Cuticura?

Which give quick relief for all itching, burning, disfiguring skin troubles. Bathe with the Cuticura Soap and hot water. Dry and apply Cuticura Ointment to the affected part. They stop itching instantly and point to speedy healing often when all else fails. Free sample each by mail with Book. Address postcard, Cuticura, Dept. L, Boston. Sold everywhere.—Adv.

Used Many Deadly Weapons.
She went down into her cellar for a jar of pickled watermelon rind and what should she find coiled up on the floor and ready to strike but a glistening garter snake of fearsome aspect and most threatening demeanor. She killed it with no other weapon than a mop, a hoe handle, an old flatiron, an empty crock and a board from one of the fruit shelves.

IMITATION IS SINCEREST FLATTERY
but like counterfeit money the imitation has not the worth of the original. Insist on "La Creole" Hair Dressing—it's the original. Darkens your hair in the natural way, but contains no dye. Price \$1.00.—Adv.

Bare Eternal.
One of the bright young journalists of the city, who has a keen eye for the follies, foibles and sufferings of human nature, remarked confidentially the other day to this column "that the hardest thing in summer time which lovely woman knows is unobtrusively to keep the shine from off her nose."

Wonders of Science.
A camera man working for the educational department of a film company met an old farmer coming out of a house in one of the Middle states, and explained his presence on the place thus:

"I have just been taking some moving pictures of life on your farm."
"Did you catch any of my laborers in motion?" asked the old man curiously.
"Sure, I did!"
The farmer shook his head reflectively, and then said:
"Science is a wonderful thing!"

Too Tolerant.
Bishop Conrad said at a dinner in Newport News:

"Some folks regard their sins in too generous and tolerant a way. They're like Cal Clay."

"I said to Cal one day:
"Calhoun, my man, General Douglas has positive proof that you looted his chicken house last week. I should think you'd be ashamed to take communion after such a rascally deed as that."
"Mah goo'ness, sah," said Cal, reproachfully. 'Ah wouldn't let a few measly chickens stand 'twixt me an' de Lawd's table.'"

Wished Him Well.
John G. Zepp of the circuit court, who is known to his friends as "Jack," tells one about a negro funeral oration which he overheard:

"The preacher, who was wearing the conventional silk high hat, white vest and Prince Albert coat, didn't believe in being stingy with his blessings. He began by blessing the corpse, then he blessed the pallbearers, the members of the family of the 'dear departed brother,' the mourners, the neighbors, and everybody, in fact, he could think of, and ended with this exhortation:

"An' good Lord, be merciful and bless Mistah Miller, the undertaker, and may his business evah be prosperous."—St. Louis Globe Democrat.

BOTH MASTER AND SERVANT

Canoe a True Friend of Man, Only Calling for Expert Handling in Its Management.

The canoe is as old as time, and has never wandered very far from the primitive idea, says a writer in All Outdoors. Allen-hearted, it takes its place in the busy water world of today, a sign of barbarian supremacy of time. Man has turned to it in his extreme need, and has found it in one form or another at the far North, on the equator and in the southern seas, and it has given him, in return for proper management, the staunchest comradeship asked of it at any imperiled moment. Rightly handled, the canoe is perfectly safe. The light draft and the buoyant resultant upward rise to the seas, and the perpetual demand of perfect poise make it a thing for the finer intelligence, and keep you alive to the need of the moment. An old and picturesque character who had canoeed on many waters, said that he had fared well on all voyages until his canoe had "scented a rapid," and then no man could hold her. Breaking loose from all spirit of control, she was off after that falling water, even taking a daisy field cross lots in her tumultuous race. His fabulous story holds a grain of truth.

Each canoe you handle has its own temperament, and there must needs be a period of adjustment between you. First of all, show that you have no fear, for there is a heady wilfulness oftentimes in that beautiful curve of the bow, something of the animal nature that needs a quick understanding and a short curb of power.

Wise Precaution.

Mrs. Jones was about to go away for a couple of weeks, and her husband said to her:

"My dear, I want to ask you one favor before you go."
"What is it?" questioned Mrs. Jones.
"Don't try to put the house in order before you go," replied Jones.
"Why, it isn't hard work," continued Mrs. Jones.
"Perhaps not," replied Jones, "but think of the expense of telegraphing to you every time I want to find anything."

Proof Positive.

Gyer—That grocer on the corner is a regular sandbagger.
Myer—How do you know?
Gyer—I bought a 25-pound sack of his sugar the other day.

Some men imagine they are respectable just because they wear a clean collar each day.

Naming No Names.
"There are said to be only seven jokes in the world."
"Bah! There were more than that in a certain legislature I could mention."—Louisville Courier-Journal.

SOAP IS STRONGLY ALKALINE
and constant use will burn out the scalp. Cleanse the scalp by shampooing with "La Creole" Hair Dressing, and darken, in the natural way, those ugly, grizzly hairs. Price \$1.00.—Adv.

Badly Wanted.

Friends of Billy Sunday, the revivalist, tell a story illustrative of his repartee.
Mr. Sunday was on the Trenton train one day when a man near him began to drink out of a bottle. Noisy at first, the man after three or four drinks became quite unbearable. The revivalist launched at him an eloquent sermon on temperance.

At the sermon's end the drinker looked at Mr. Sunday steadily and said:
"I'd like to give you a good punch in the nose."
"My friend," the revivalist answered, "charity begins at home. Never give away what you want yourself."—Washington Star.

Satisfactory Explanation.

He recently returned from a hunting trip with a fine rabbit which he said he had bagged.

It is to be recalled that he won a running match last summer. This was when he inadvertently stepped upon the stomach of a gentleman who had buried himself in the sand for a sun bath, and the man pursued him with evident intention to violate the law against creating a disturbance.

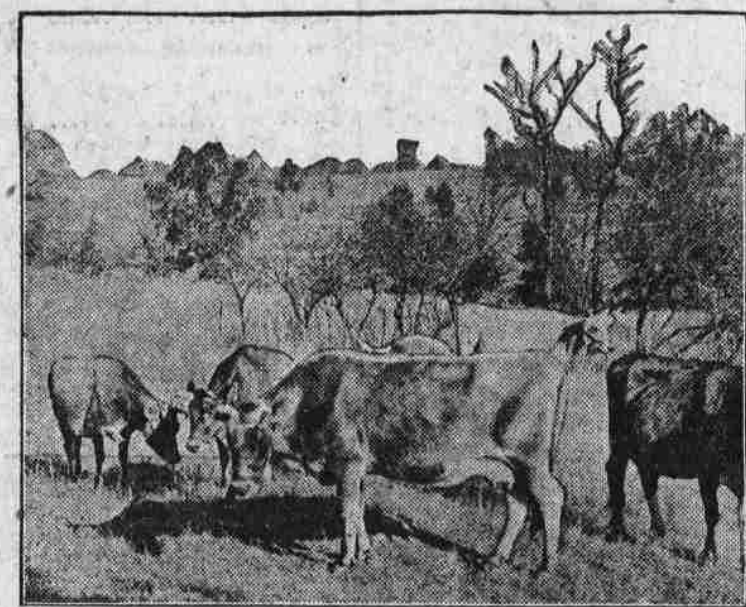
His friends, to whom he exhibited the rabbit with some pride, commented on the circumstance that it showed no marks of shot. Their suspicion that it was caught with a ferret was removed by the explanation:
"I ran it down," he said.

Overrefinement.

William Dean Howells, the novelist, was talking about a poet.

"His work is overrefined, overdelicate, overnice," he said.
"In short, his work reminds me of the young husband who said to his bride, at the end of the honeymoon:
"Darling, I'll have to leave you every morning hereafter to go to business; but, to make the parting less abrupt, I'll no longer take the 8:15 express, as I used to do—I'll take the 8:20 slow accommodation!"

When you meet a man who has money in the bank it's a pretty sure sign that he isn't a poet.



Cows Make the Farm More Profitable.

machinery and other equipment then on the farm. The stock consisted of three horses, 50 cows, 12 head of cattle and a few chickens. The ordinary equipment was left on the place, together with some hay, grain and roughage. About 90 acres of the farm lie in the broad, level valley, the remainder being on a slope too steep for cultivation, and on the top of a hill nearly 500 feet above the valley. About 30 acres of quite level and easily tillable land are on the hilltop, but it is difficult of access. For this entire property \$16,000 was paid—\$8,000 in cash and \$8,000 as a mortgage. The land and buildings were valued at \$12,000 and the stock and other movable equipment at \$4,000.

The former owner had been in possession of the farm for 87 years. It had been profitable 30 or 40 years before, and had been recognized as a farm of considerable fertility. In the years immediately preceding its purchase by Mr. English, it had not paid expenses, to say nothing of the interest on the investment, and the



Youngsters Like These Soon Grow Into Profitable Cows.

neighborhood generally prophesied that the former owner would get the farm back on the mortgage in a few years. It was even said that there was a deliberate purpose in selling to one who had no little farm experience.

Had Little Capital.
As can readily be imagined, Mr. English found himself in a rather difficult position when he took possession of the farm. He was practically without farming experience and had very little working capital. He had a

CULL OUT WEAKLING CHICKS

Never Breed From Fowl That Is Not Just "Full" of Vitality—Avoid "Crow" Head.

One decided aid to better vitality in the flocks is to never let a chick live that shows low vitality; "kill every weakling" should be the wide-awake poultryman's watchword, and never breed from a bird that is not just "full" of vigor and vitality—that is not in the most robust health. The indica-

tions of weakness and low vitality were considered, the conditions of the eye being one of the safest guides; a dull, listless eye is a certain sign of weak vitality. A long thin shank and thin body is another indication of weakness, and we should avoid a "crow" head—a long, thin head—that is a sure sign of lack of vitality and vigor.

Doesn't Enlarge Profits.
Enlarging the flock does not always enlarge the profits.

For Ten



A package of New Post Toasties provides servings for ten people—a delicious breakfast dish—corn flakes with new form and new flavour.

New Post Toasties are known by tiny bubbles raised on each flake by the quick, intense heat of the new process of manufacture.

They bear the full, true flavour of prime, white Indian corn, not found in corn flakes of the past; and they are not "chaffy" in the package; and they don't mush down when milk or cream is added, like ordinary corn flakes.

Try some dry—a good way to test the flavour, but they are usually served with rich milk or cream—

New Post Toasties

Sold by Grocers everywhere.